

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Supreme Machine

#### Manufacturing Extension Partnership of Louisiana

#### Supreme Machine Takes Production to the Next Level through Lean Manufacturing

##### Client Profile:

Supreme Machine, founded in 2000, is a full-service machine shop with a fabrication department. The privately-owned business employs 5 people at its facility in Ruston, Louisiana.

##### Situation:

Supreme Machine started with one owner, Scott Allen, and a single customer. A loan was obtained to help pay for three machines and rental space, and within the first year Allen met his sales goals. Production was top notch and the business soon had 17 significant accounts and numerous customers throughout the region, including out of state sales. Allen then moved his business to a 7,500 square foot facility, purchased more equipment, and resumed operations within a week. This transition produced dramatic results for the business. Sales increased by 52 percent, employment grew, net income doubled, and net worth became positive. At this point, Allen became even more determined to improve efficiency while sustaining quality. He was referred to the Manufacturing Extension Partnership (MEPoL), a NIST MEP network affiliate, through Louisiana Tech University, and was encouraged to apply for the Small and Emerging Business Development program.

##### Solution:

MEPoL Project Director Mike Hayden conducted a Lean Metrics Baseline Tools training seminar for four employees, where students learned how to identify and calculate the company's key Lean metrics and how to effectively monitor those metrics. This seminar was followed up by a Lean 101 class for all Supreme Machine employees.

##### Results:

- \* Increased sales by 4 percent.
- \* Added 1 new job.
- \* Doubled net profit in one year.

##### Testimonial:

"Everyone is working within a global market today. The principles and training from MEPoL [Manufacturing Extension Partnership of Louisiana] have helped us take it to the next level in sales, administration, production and continuous improvement. Those who choose not to implement improvement will not be tomorrow's competition."

Scott Allen, Owner